

SEPTEMBER/OCTOBER 2009

## ENVIRONMENTAL

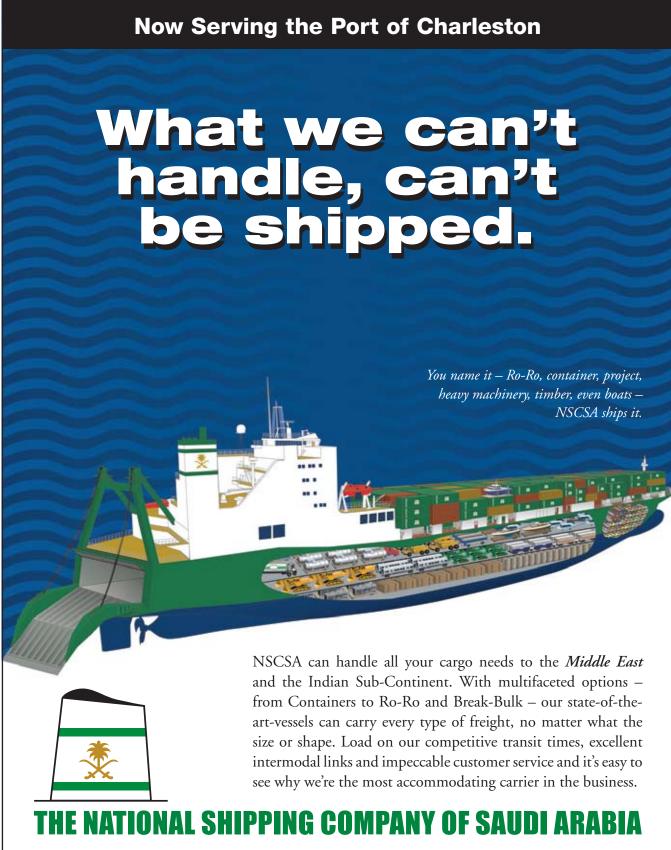
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James J. White - 410-385-4401

Deputy Executive Director M. Kathleen Broadwater - 410-385-4405

**Director of Operations** 

Dave Thomas - 410-633-1043

Director of Engineering Doug Matzke - 410-631-1150

Director of Finance

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Director of Security H. "Bud" Frank – 410-385-4800

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OFFICE OF COMMUNICATIONS

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Communications Coordinator

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#### **PUBLISHER**

Media Two | 1014 W. 36th St. | Baltimore, MD 21211 410-828-0120 Fax: 410-825-1002

President Jonathan Witty

Chairman

Robert F. Martinelli

Vice President/ Advertising Director

Randel McDowell Editor

Blaise Willig

Art Director Darby Lassiter

**Graphic Designers** Lanie Bologna, Libby Sanders

Advertising Account Executive

Staff Writers

Nancy Menefee Jackson, Tykia Murray, Kathy Bergren Smith, Merrill Witty

> Staff Photographer Kathy Bergren Smith

**Project Director** Kim Fortuna

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September/October

#### **FEATURES**

Clearing the Way
EPA Funds Aid Port's Environmental Efforts

22 Large on Lumber
ACL Ships Deliver Fine Finnforest Products

Subaru Sets Record

Best Month Ever for Automaker

Car Carrier
Flexibility with Fleet Helps EUKOR Adapt

Right on Track
Interdom's Customers Roll with Rail Service

Resource List
Warehousing Services Convenient to Port



COVER: Northern diamondback terrapins are making a strong comeback on a Chesapeake Bay island built using dredged material from the Port of Baltimore. Other environmental initiatives involving the Port include the allocation of federal funds for emission-reduction technology on equipment. Photography by Kathy Bergren Smith.



#### **DEPARTMENTS**

Executive View
Environmental Stewards/Economic Growth

Soundings
Environment | Newsmakers | Outreach
Anniversary | Shipping | Business

GreenPort
An Active Environmental Alliance

Port Service Provider
Moving with MacPack

Maiden Voyages
First Visits for Vessels

Port View
The Panama Hat Craze





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### Environmental Stewards/Economic Growth

he Port of Baltimore recently received \$3.5 million in American Recovery and Reinvestment Act funding from the Environmental Protection Agency (EPA). As detailed in the story on page 18, the grant will go toward installing clean-diesel technologies in various pieces of Port operations equipment such as harbor craft, dray trucks, locomotives and on-dock cargohandling equipment. Using this clean-diesel technology can reduce diesel emissions by up to 90 percent, drastically removing fine particulates and other pollutants that contribute to ozone smog.

This latest EPA grant followed another funding announcement in May when the State of Maryland was awarded \$1.73 million to reduce diesel emissions on marine vessels, construction equipment used at our dredge containment sites, school buses and other motorized vehicles. Both of these grants will help to create and retain jobs, as well as cut down on lost work days by reducing cases of asthma and other respiratory ailments.

For several years, the MPA has been very involved in many environmental projects benefitting our State. From our nationally renowned dredged material management program, to funding an initiative to help replenish the Chesapeake Bay's oyster population, to helping Maryland become first in the nation to develop a program that tests the effectiveness of ballast water treatment systems, our commitment to the environment has always been steadfast. Over the last couple of years however, the MPA has aggressively strengthened its performance in the areas of reducing pollution and environmental compliance.

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We have developed an environmental management system that encompasses many departments at the MPA, as well as tenants and other Port users. Its goals include: preservation, protection and habitat development; strategies to reduce air emissions; improving water quality through storm water management; energy conservation and efficiency; recycling and water reduction; and community outreach.

Beyond our own compliance efforts at the public marine terminals, the MPA is working in partnership with the Port's private sector community on a variety of environmental stewardship programs.

We are initiating a new section in each issue of Port of Baltimore magazine dedicated to the continued greening of our Port. The section is accompanied by a "Green Port" signature banner. In this issue, we discuss the Baltimore Port Alliance and its environmental committee. This committee includes representatives from throughout the Port community in an effort to incorporate green issues and goals into everyday business. Thanks to the contributions of this committee, our Port will become friendlier to the environment and help reduce our Port's environmental footprint.



## - SOUNDINGS

The happenings in and around the Port

#### ENVIRONMENT

#### Terrapins Attract Attention on Poplar Island

No one counted on the turtles.

"It's kind of like 'Field of Dreams'," said Kevin Brennan, project manager for the U.S. Army Corps of Engineers. "If you build it, they will come — and they did."

"It" is the Paul S. Sarbanes Ecosystem Restoration Project at Poplar Island, located 13 miles below the Chesapeake Bay Bridge. Built using dredged material from deepened shipping channels, Poplar Island currently covers 1,140 acres, with another 570 acres on the way.

When Northern diamondback terrapins, the only brackishwater turtle species in North America, were observed nesting on the island, a plan was hatched to study the turtles with the help of school children. The terrapin program is now in its fifth year, thanks to the cooperative efforts of the Corps, the Maryland Port Administration (MPA), Maryland Environmental Services and Dr. Willem Roosenburg, a terrapin expert from Ohio University. Another partner in the process is Arlington Echo, the outdoor education center of Anne Arundel County Public Schools.

The terrapins' nests are carefully monitored, and when the tiny turtles hatch, they are placed in special tanks in about 72 classrooms. Nine months later, the classes bring the turtles back to Poplar Island to release them.

Sometimes, the students find it difficult to say goodbye, but "in the end they understand the proper place (for the turtles) is back in their native habitat," said Will Williams, an outdoor educator with Arlington Echo. "It's important for kids to make that connection — they're not pets. It's a great partnership in that our students get connected to the bay and the research that is going on."

Brennan, the Corps' Project Manager, added that the experience of visiting Poplar Island "solidifies the future stewards of the Chesapeake Bay."







With support from the U.S. Army Corps of Engineers, Maryland Port Administration and Maryland Environmental Services, Arlington Echo students get to monitor terrapin nests and learn about the intricacies of the Poplar Island ecosystem.

According to Katrina Jones, outreach coordinator with the MPA, the island's uplands, wetlands and tidal area are attracting not just terrapins but a variety of birds and wildlife. "There's a lot of habitat that is returning to the area," Jones said. 

#### **CRUISE**

#### **More Parking Addresses** Larger Passenger Numbers

A new, 484-space parking lot opened in June adjacent to the Cruise Maryland terminal, giving the a total of 1,538 available spaces for cruise parking.

"With a record 79 cruises this year, including all-season cruising, we needed additional parking to continue to make the Cruise Maryland terminal a pleasant overall experience for our passengers," said MPA Executive Director James J. White. "This continues a strong start to our cruise season that has seen our first-ever, year-round cruising program, as well as full passenger capacity on each

ship that has left Baltimore."

The new parking lot, which includes 20 spaces for physically challenged persons, was acquired as part of a 4.7-acre land purchase from the TYCO Corporation to the MPA last year. The lot opened as the Port of Baltimore welcomed back Royal Caribbean's Grandeur of the Seas for its first of 23 Baltimore-based cruises in 2009. 😩



#### **NEWSMAKERS**

#### Swaim-Staley to 'Build on Momentum' as New MDOT Secretary

Beverley K. Swaim-Staley was recently appointed by Gov. Martin O'Malley as Secretary of the 9,000-employee Maryland Department of Transportation (MDOT), Maryland's largest state agency. She is the first woman to head the multi-billion-dollar agency.

The Governor expressed his confidence in Swaim-Staley's ability "to help us meet the challenges

and opportunities ahead." Swaim-Staley's extensive experience with transportation issues affecting the state includes nearly 12 years serving as Deputy Transportation Secretary and Chief Financial Officer for MDOT.

As the head of MDOT, she will continue to help realize the Governor's balanced and sustainable transportation vision for the state. "As we move forward, our job will be to build on this momentum by continuing to develop efficient, effective and environmentally sound solutions to address our transportation needs," Swaim-Staley said.

Gov. O'Malley also appointed Harold M. Bartlett, a U.S. Navy veteran and former senior manager with the Washington Metropolitan Area Transit Authority, as MDOT's Deputy Secretary. "Harold is a proven manager with a wealth of transportation experience," Swaim-Stalev said.



#### ANNIVERSARY

#### Savannah Celebrates Half-Century

A summertime celebration marking the 50th anniversary of the N.S. Savannah attracted some 1,800 people to the ship's home at the Port of Baltimore. Festivities included a tugboat salute and visits aboard both the Savannah and the Liberty Ship John Brown. The Vane Brothers hosted an evening gala to which people were shuttled by tugboat.

The Savannah, the world's first nuclear-powered merchant ship and now a National Historic Landmark, was christened by First Lady Mamie Eisenhower at the ship's launching on July 21, 1959. The ship served on active duty for only a short time prior to her decommissioning in 1972.



#### **RO/RO RODEO**

#### **Event Brings Out Best of Port**

The 13th Annual Ro/Ro Rodeo was a total success, showcasing the Port's superior expertise in cargo handling. More than 200 longshoremen and women participated in driver training exercises at the Port's **Dundalk Marine Terminal.** The Port of Baltimore would like to thank the following sponsors for their contributions to this year's event:

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#### SOUNDINGS

#### OUTREACH

#### Maritime Academy Gets Charitable Legacy Support

The Maritime Industries Academy, an inner-city public high school in Baltimore, recently received \$20,000 raised by the Steamship Trade Association of Baltimore Charitable Legacy, Inc. Supporting the fund-raising effort was Capt. Lorenzo Di Casagrande of Mediterranean Shipping Company (USA), Inc., Baltimore, as well as the Italy-America Chamber of Commerce.

Principal Joy Savage and Vice Principal David Wunder accepted the check on behalf of the Academy. The Academy was championed by U.S. Rep. Elijah Cummings.

The Charitable Legacy group was founded by Mark Montgomery of Ports America, Inc. and Michael Angelos of the Steamship Trade Association of Baltimore.



Left to right: Mark Montgomery and Linda Bryan, Ports America: Vice Principal David Wunder and Principal Joy Savage, Maritime Industries Academy; Michael Angelos, Steamship Trade Association of Baltimore; Angelos's daughter, Eleni Grace Angelos; and Capt. Lorenzo Di Casagrande, Mediterranean Shipping Co. (USA), Inc., Baltimore.



A gathering of friends celebrating Mel Bafford's retirement included, from left, MPA Deputy Executive Director M. Kathleen Broadwater, former MPA Breakbulk/ Bulk/RO/RO Sales Manager Lou LoBianco, Bafford and former MPA Executive Director Gregory Halpern.

#### **NEWSMAKERS**

#### MPA's Bafford Enters Retirement

More than 100 friends gathered in August for a Friday evening "happy hour" to celebrate Mel Bafford's recent retirement from the Maryland Port Administration (MPA). Bafford served for 37 years, specializing in auto and special project cargoes before retiring as the MPA's General Manager of Automobiles.

Bafford noted, "I feel fortunate to have contributed in some small way to supporting the industries I specialize in and promoting jobs for Marylanders and folks in those industries."

Larry Johnson is the MPA's Baltimore representative for Automobiles.

#### **BUSINESS**

#### Moran Environmental Recovery Merges With EPG

**Moran Environmental Recovery** LLC (MER) strengthened its position as a leading provider of environmental services by recently merging with Environmental Projects Group, Inc. (EPG).

Two former principals from **EPG, John Mahoney and Bob** Carroll, joined the MER team to share their familiarity with the industry. EPG specialized in site remediation and emergency response services.

Operating out of nine strategically located resource centers along the Eastern Seaboard, MER provides its core competencies of industrial and marine cleaning, site remediation facility decontamination and emergency response.







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#### **NEWSMAKERS**

#### REMEMBRANCE: Henry "Sonny" Schloss

Henry "Sonny" Schloss, who died in July at the age of 86, is being remembered for being at the helm of INDUSCO during a 25-year period that saw the company expand from a small, local firm into "America's foremost fabricator and supplier of wire rope and rigging gear."

Born and raised in Baltimore, Schloss was a teenager when he began working for his father, Moses "Captain Mo" Schloss, INDUSCO's founder. Upon the outbreak of World War II, the younger Schloss joined the Army and was assigned to the Signal Corp. He returned to Baltimore after being discharged and was involved in the conversion

of the packet steamer SS *President Warfield* to the infamous *Exodus* 1947 emigration ship.

Schloss was president and CEO of INDUSCO from 1971 until he stepped down in 1996, at which time his son, Howard M. Schloss, took his place.

Aside from being a respected businessman, "Sonny" Schloss was described as a model father and husband. His death on July 1 was attributed to complications from Alzheimer's disease.



#### **SHIPPING**

#### New MSC Container Service at the Port

Mediterranean Shipping Company (MSC) has initiated a new, direct weekly container service between the Port of Baltimore and the Far East. The new Golden Gate Service provides an additional 52 MSC ships, which increases the number of MSC ships that come to Baltimore's Seagirt Marine Terminal each year to approximately 300.

"We welcome this additional Far East service by MSC," said Maryland Gov. Martin O'Malley. "Over the last decade, the Asian economies have grown tremendously. These dynamic markets will help support the growth of business here at the Port of Baltimore."

This past year, the Maryland Port
Administration (MPA) and MSC agreed on a
six-year contract extension. "The relationship
between the MPA and MSC has been continuously strengthened year after year due to the Port
of Baltimore's efficient terminal operations, large
consumer market and effective distribution network," said Capt. E. Lorenzo Di Casagrande, Vice
President of MSC (USA), Inc., Baltimore.

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#### SHIPPING

## ACL Sails Weekly to Casablanca

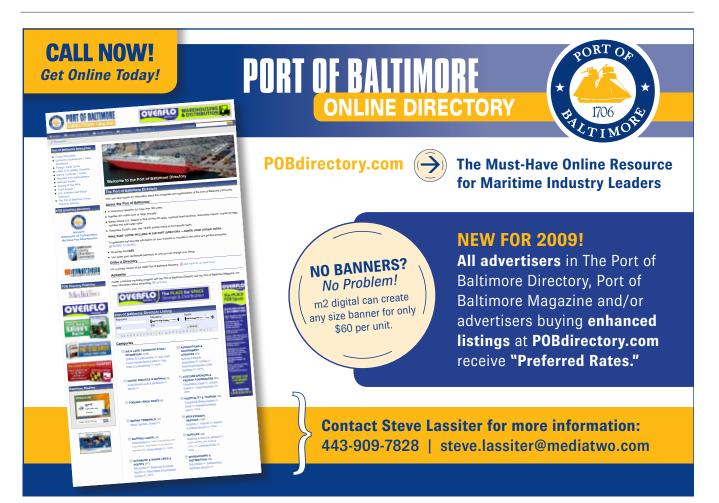
Atlantic Container Line (ACL) has become the only ocean carrier to offer weekly roll-on/roll-off (RO/RO) service from the United States and Canada to Casablanca. The Casablanca call is part of ACL's West Africa Service, which originated in 2001. The ACL main weekly service sails every Thursday from Baltimore. Cargo that arrives each Saturday in Hamburg is then transferred to a Grimaldi vessel.



#### **NEWSMAKERS**

#### MPA, Ports America Share Heritage Fair Tent

The Maryland Port Administration joined Ports America with an interactive display at the 75th annual Dundalk Heritage Fair in early July. An estimated 3,000 people stopped by to try their skill on a rock-climbing wall or study the MPA diorama showing a cross-section of the Seagirt Marine Terminal (complete with a working crane and moving train).





From left: Rick Sheckells, Rupert Denney and Capt. Mike Reagoso are actively involved with the Baltimore Port Alliance's efforts to keep the Port community better informed of greener ways to operate.

### **Eco-Friendly Alliance**

**BPA Environmental Committee** Aims for Broad Successes Throughout Port

BY TYKIA MURRAY

committee of the non-profit Baltimore Port Alliance (BPA) has ramped up environmentally friendly initiatives aimed at making the Port of Baltimore a greener place to dock.

Comprised of maritime organizations and business representatives, the BPA is dedicated to addressing the needs and interests of businesses and individuals who make their living and support their families through maritime commerce. The BPA Environmental Committee, formed in January 2008, is populated by

representatives from every sector of the Port of Baltimore community to lend a more balanced view to environmental concerns.

"We absolutely subscribe to being green; we aren't green just for the sake of it," said Rupert Denney, BPA Chairman. "The challenge is getting private companies to see the benefits of being green."

"Having these issues out front is the key to our collective success," said Capt. Mike Reagoso, Chair of the committee and Vice President and General Manager of McAllister Towing of Baltimore, Inc.

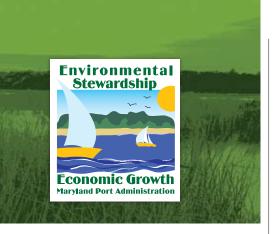
#### THE BPA ENVIRONMENTAL COMMITTEE'S KEY OBJECTIVES ARE:

- ▲ identifying and updating members on emerging regulatory issues facing the seaport industry;
- ▲ building constructive relationships with community, environmental, legislative and regulatory stakeholders;
- ▲ engaging with members as advocates for environmentally beneficial initiatives;
- **▲** identifying and promoting environmental stewardship activities occurring within the Port community;
- **★** providing information to support the BPA's education committee:
- ▲ and participating with the broader community in environmentally beneficial initiatives.

The BPA committee's objectives mesh well with recent Maryland Port Administration (MPA) initiatives. Last year, the MPA implemented an Environmental Management System, or EMS. "It institutionalizes a structured look at causes and solutions to possible environmental problems," explained Barbara McMahon, Manager of Risk/Safety & Environmental Compliance for the MPA. The MPA has also entered a voluntary disclosure agreement with the U.S. Environmental Protection Agency (EPA) to conduct audits, find and fix violations, and report results.

"We are doing great things in striving to be more green, while continuing to be an economic engine for the state," said Reagoso.

James J. White, Executive Director of the MPA, added, "The green ethic in the Port of Baltimore is consistent with efforts to brand the Port as a cleaner path to



the marketplace." Recent achievements and improvements include reducing air emissions and nutrient/pollutant runoff. Throughout the Port of Baltimore, the MPA, many of its tenants and numerous private companies use electrified cranes, burn low sulfur fuels and work to decrease truck idle time to combat emissions. The use of mechanical sweepers, retention ponds and filtering plants help to control nutrient and pollutant runoff.

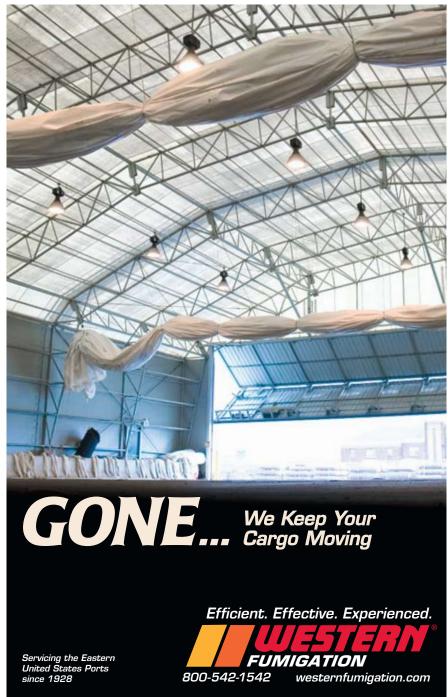
Another focus of the BPA Environmental Committee is the broader community. It aims to be a model for collaboration with surrounding neighborhoods, customers, regulators and companies via education and information. "We need to move forward regionally," Denney said. "Companies will be looking to green supply chains for partnerships."

In early June, the EPA, U.S. Coast Guard and the Maryland Department of the Environment conducted a full-day Compliance Assistance Workshop, the first held for the Port industry in Baltimore. Then, in August, the Maritime Institute of Training and Graduate Studies (MITAGS) held a two-day training course on environmental regulations.

The Port community will continue to meet its goals with the help of a \$3.5 million grant from the EPA and additional funding from the Maryland Department of the Environment. (See the related story on page 18.)

"The Port of Baltimore has a huge green advantage by virtue of our inland location — more of the trip via ship reduces the overall carbon footprint," explained Rick Sheckells, Chief of Environmental Initiatives for the MPA and a BPA Environmental Committee member. "Baltimore has the potential to be one of the greenest Ports in the nation."

Reagoso agrees. "The message we'd like to get across is that good business and environmental stewardship can go hand-in-hand," he said.









# AIR-QUALITY UPGRADE

\$3.5 Million Earmarked for a Cleaner Port









MPA Deputy Executive Director M. Kathleen Broadwater welcomed speakers, from left, Stephen Pattison of the MDE, MDOT's Karen Gooden, Rupert Denney of the Baltimore Port Alliance and Gina McCarthy of the EPA during the check presentation ceremony at Dundalk Marine Terminal. Port leaders and state and local representatives gathered to celebrate the EPA grant that will make way for a greener environment. The funding will spur job retention and the implementation of clean diesel technology. During the event local media had the opportunity to interview industry representatives such as Capt. Mike Reagoso of McAllister Towing of Baltimore Inc., lower right.







gainst the backdrop of the Dundalk Marine Terminal, the U.S. Environmental Protection Agency (EPA) announced in August that the Port of Baltimore would receive \$3.5 million in Recovery Act funding to help clean the air in and around the Port.

Of the 40 grant applications received by the EPA's mid-Atlantic region, the Port was one of seven applicants that won funding.

The Port will use the funds for clean-diesel technology in essential equipment that moves goods and cargo, creating jobs and reducing emissions-related illnesses. Both public and private entities operating within the Port and Baltimore supported this initiative.

"This is a very important day," said M. Kathleen Broadwater, Deputy Executive Director of the Maryland Port Administration (MPA). "This funding allows implementation of clean-diesel fuel to reduce air emissions from the Port."

Using the newest, cleandiesel technology built to meet higher air-quality standards will cut diesel emissions by up to 90 percent, drastically reducing fine particulate and other pollutants that contribute to ozone smog.

More than 100 pieces of diesel-powered equipment used for Port operations will be refitted with clean-diesel technology. This includes approximately seven locomotives, 50 short haul trucks,

and 83 units of cargo-handling equipment. The technologies include about nine engine repowers, 43 vehicle and equipment replacements, 83 exhaust controls, and seven idling devices.

"Much of the equipment you see behind you has already been retrofitted with clean-diesel technology," Broadwater said, pointing out the *Donal G. McAllister* tugboat idling in the water and the parked dray-truck at dockside. "Participation in

this grant will improve the overall efficiency and competitiveness of the Port. When we are more competitive, we are better able to ensure our jobs and grow our jobs."

Baltimore remains No. 1 among 360 U.S. ports for handling roll-on/roll-off cargo, trucks, imported forest products, imported sugar, imported gypsum, and imported iron ore. The Port is ranked second for exported autos, imported salt and imported aluminum. Overall, the Port of Baltimore is ranked 12th nationally for total dollar value of foreign cargo and 14th for foreign cargo handled.

Dundalk Marine Terminal is the Port of Baltimore's most versatile terminal. The multi-use facility handles containers, autos, break bulk, roll-on/roll-off and forest products. Anything that can be shipped can move through the Dundalk Marine Terminal.

Port, community, state and local representatives gathered at the terminal for this important event, along with speakers from the MPA, Maryland

Using the newest, clean-diesel technology built to meet higher airquality standards will cut diesel emissions by up to 90 percent.

BY TYKIA MURRAY
Photography By Bill McAllen

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Department of Transportation (MDOT), EPA, Maryland Department of the Environment (MDE) and Baltimore Port Alliance (BPA).

Under the leadership of Gov. Martin O'Malley and Beverley K. Swaim-Staley, Maryland Transportation Secretary, "the state of Maryland has developed energy programs that have enhanced the national and state economies," said Karen Gooden, MDOT's Assistant Secretary of Administration. "We are taking one more step toward a cleaner and more sustainable Maryland."

The state wants to reduce green house gas emissions by 25 percent in the next few years. "We are really pleased to have such great partners at the EPA," said Gooden.

Gina McCarthy, Assistant Administrator, Office of Air & Radiation of the EPA, agreed. "It's wonderful to see the partnership that has developed to support diesel equipment cleanup at the Port of Baltimore," said McCarthy. "That's what stimulus money is all about. Today is a great example of combining the goal of clean air with economic competitiveness."

Stephen Pattison, Assistant Secretary of the MDE, echoed this sentiment, adding, "Restoring the precious resource that is the Chesapeake Bay requires a collaborative effort."

The grant will also support partnership with the BPA's Environmental Committee in extensive outreach to the maritime community about ways and technologies to cost-effectively reduce air emissions.

"The Port community's interest in taking voluntary steps to reduce Port-related emissions demonstrates our commitment to improving our mutual environment," said Rupert Denney of the BPA. He acknowledged Rick Sheckells, Chief of Environmental Initiatives at the MPA, for working hard to involve the private sector in cleaning up the Port's operations. "This [grant] sends a strong signal to the international maritime and financial community that the Port of Baltimore should be seen as a partner in a sustainable logistic supply chain," Denney said.

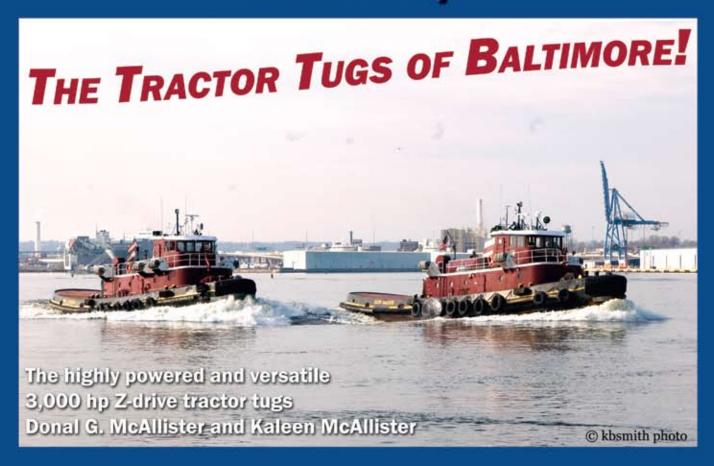
In addition to cementing Baltimore's international reputation as a trailblazer in greener fuel technology, the clean-diesel projects should help to reduce premature deaths, asthma attacks and other respiratory ailments that occur as a result of exposure to hazardous emissions.

Kathy Broadwater summed it up: "These stimulus dollars are an excellent example of our government working to retain employment and creating a healthy environment for the country."

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## The 10th largest forest product in the world enters the United States through the Port of Baltimore.

Known in the United States as Master Plank (marketed under the name Kerto in Europe), the Finnforest USA product is a laminated veneer lumber that is stronger than ordinary wood yet more workable and lighter in weight than steel.

Jim Gilleran, Managing Director of Finnforest USA, explains that the engineered wood, made of Norway spruce, originally was developed in the 1970s as a scaffolding material. Gilleran was already in the timber industry and was dealing with Metsäliitto Cooperative, which represents Finnish forest owners, when he saw the possibilities of the engineered wood. He showed a sample to representatives from Metsäliitto and asked if they could make it. "One guy at the mill said, 'Yeah, we can, but it sounds like a crazy idea,'" Gilleran recalled.

Master Plank quickly grew from scaffolding to be used in "very safety conscious" areas such as nuclear power plants and shipyards. It became widely used in all types of construction as structural beams and headers. "We have all the code approvals and structural integrity," Gilleran said, noting that Master Plank is particularly successful in modular home and panel home construction because it is the lightest beam on the market.

Now, the company is expanding the use of the engineered wood into the interior design market. "We happen to be the player that's able to bring that product to them," Gilleran said. >>>

BY NANCY MENEFEE JACKSON Photography By Kathy Bergren Smith





"This has been a constant, growing business," said Rick Schiappacasse, a Maryland Port Administration (MPA) trade development director specializing in forest products. "Through careful and quality handling at

8 feet wide, with varying thicknesses from %-inch to 3 inches. The panels are wrapped in coated paper, but the underside is left open to allow the package to breathe and to minimize condensation. Two truckloads

## Once loaded, the product is ready for convenient transportation to a large percentage of the nation that is in close proximity to Baltimore.

Dundalk Marine Terminal, this customer has been very happy with the Port."

Master Plank is shipped here from Finland on board Atlantic Container Line (ACL) roll-on/roll-off (RO/RO) vessels in panels that are 48 feet long and 4 feet to

of Master Plank LVL fit on a Mafi roll trailer.

ACL, which has been calling on Baltimore for more than 40 years, operates liner transportation services for containers, project and oversized cargo, heavy equipment and vehicles between the European

## An ECOCENTRIC Answer

Finnforest is committed to the environment, and using the Port of Baltimore helps the company reduce its carbon footprint.

The company's product, Master Plank, is an engineered wood produced from spruce grown in replanted forests in Finland. To create a truly "green" wood product, explained John Dawick, a technical consultant to Finnforest, "You need to manufacture it from responsibly managed forests and forests that are replanted, and you have to prove that you do it." The timber resources used by Finnforest come under Finnish guidelines for responsible forests, and nonprofit organizations monitor the chain of custody "from resource to end user, to make sure nobody ships in a product from the Amazon rainforest," Dawick said.

Dawick added that transporting
Finnforest's products from Finland to the
Port of Baltimore can be a more efficient
solution than bringing a competitor's
product from the West Coast to the
Baltimore area via trucks or even rail.

It's good to know that sailing across the ocean blue is a green way to go.

ports of Liverpool, Antwerp, Hamburg and Gothenburg to Baltimore. This service is operated with five of the world's largest G-3 combination RO/RO container ships.

After the Mafi roll trailers are unloaded from the ships, they're stripped and two forklifts lift the panels. Because the material is so flexible, it requires skilled forklift operators to make sure it doesn't bend too much. As forklifts hold the panels aloft, a flatbed truck maneuvers into position. Once loaded, the product is ready for convenient transportation to a large percentage of the nation that is in close proximity to Raltimore

The process is "very well managed," Gilleran said. "The Port of Baltimore has been superior to work with. It's a people game, and they understand what we're doing. They have learned how to handle it."



#### The Knight of the Master Plank

Jim Gilleran's co-workers kiddingly call him Sir James, but the honor he received is no joke. He is proud and touched that the President of Finland awarded him the Knight of the Order of the White Rose of Finland.

Only the tenth American to have been knighted since the Order of the White Rose was established in 1919, Gilleran received the honor on Sept. 12, 2008, in recognition of his contributions to the Finnish forest industry in the North American market.

"I didn't know what the issue was - I was told to be at headquarters in a black suit," Gilleran recently recalled with a laugh. "I thought, 'My God, am I going to get a pink slip?' "

Instead, he found the American ambassador and 35 friends, colleagues and family members dressed up and drinking champagne. "I was really taken aback and humbled by it," Gilleran said.

When he received the award, he told those assembled, "It's been a pleasure to work with my Finnish colleagues, as I regard them as honest, ethical and serious - their word is their bond. I've always had so much respect and admiration for the Finnish way of doing business, and this is the idea that I've brought to my customers in North America."



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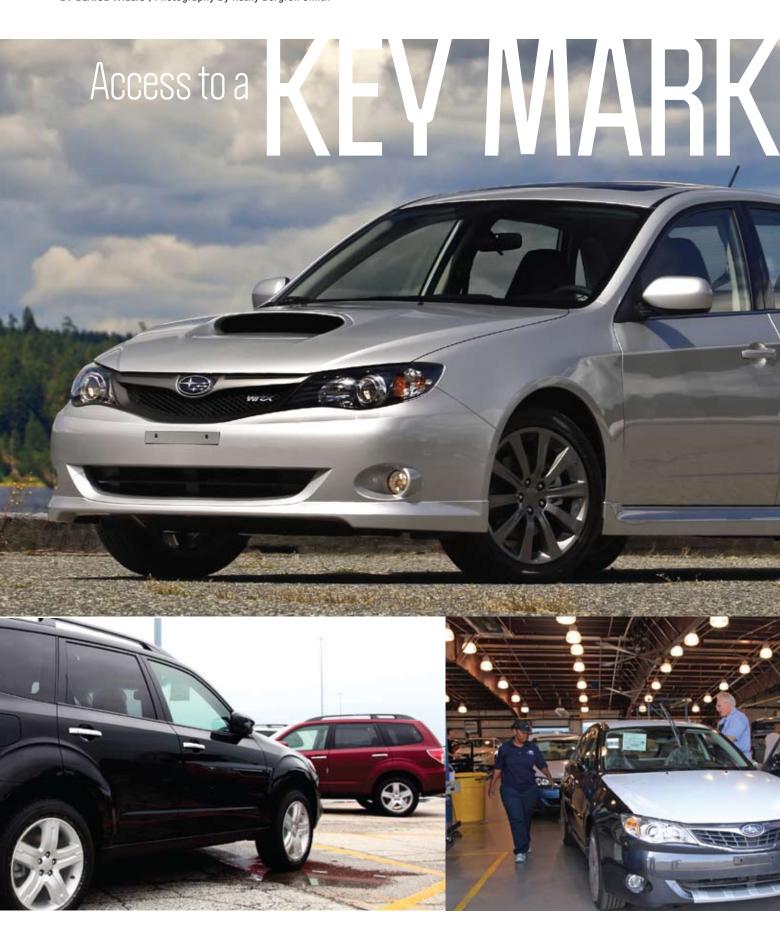
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#### Subaru Shifts Into High Gear In Mid-Atlantic Area

wo years ago, the Port of Baltimore welcomed an old friend — Subaru of America — back to the Dundalk Marine Terminal. Subaru's previous relationship with the Port got interrupted in the mid-1990s when the Japanese automaker redefined its product line to concentrate exclusively on all-wheel-drive (AWD) models. At the time, product volumes were reduced to the point of not requiring a mid-Atlantic port-of-entry.

But Subaru's customer loyalty and automotive innovations soon helped the company turn the corner. "As the AWD market began to positively impact our dealer sales, the need for a processing center in the mid-Atlantic area again began to make all kinds of sense," explained Larry Strug, National Transportation Manager for Subaru of America.

In 2007, Subaru returned to Baltimore as the first customer at a new, 72-acre vehicle processing facility operated by Wallenius Wilhelmsen Logistics (WWL). (Ford Motor Company vehicles were also handled by WWL that year.)

The Port now serves the eastern regional marketplace for Subaru of America dealers, providing Forester and Impreza models manufactured in Japan. Baltimore is also the launching point for Tribeca vehicles assembled in Lafayette, Ind., and exported to more than 75 countries worldwide. "Baltimore provides the best modal access for Subaru vehicles in our key mid-Atlantic market," noted Strug, whose team is responsible for the physical distribution of vehicles and parts for Subaru products throughout the country.

Meanwhile, customer loyalty to the Subaru brand remains vital. "In the current, challenging sales environment, Subaru customers continue to support and grow the brand," Strug said. "Last year, we successfully launched the totally redesigned Forester (from Baltimore and Vancouver, Wash.) and currently we are launching the new Legacy and Outback models being produced at Lafayette."

Subaru of America has been enjoying positive feedback to its latest innovations: A record-setting July saw nearly 22,000 Subaru units sold — a 34 percent increase over July 2008.

While business remains steady, the company is also enjoying strategic partnerships with its logistics providers. >>>

#### **ZERO-LANDFILL STATUS**

This year marks the fifth anniversary of Subaru becoming the first automotive manufacturer in North America to be certified to the stringent, international ISO 14001 environmental management standard, and the first to achieve zero-landfill status. (Operational wastes are reused or recycled.)

Today, all Subaru products are manufactured in zero-landfill production plants, and the company's Indiana property has been designated a backyard wildlife habitat by the National Wildlife Federation.

In addition, Subaru has the most fuel-efficient line-up of all-wheel-drive products sold in the market today based on U.S. Environmental Protection Agency (EPA) fuel economy standards. In Baltimore, "Subaru is very aware and supportive of all the 'green initiatives' happening at the Port and in particular our processor WWL," according to Subaru of America National Transportation Manager Larry Strug.



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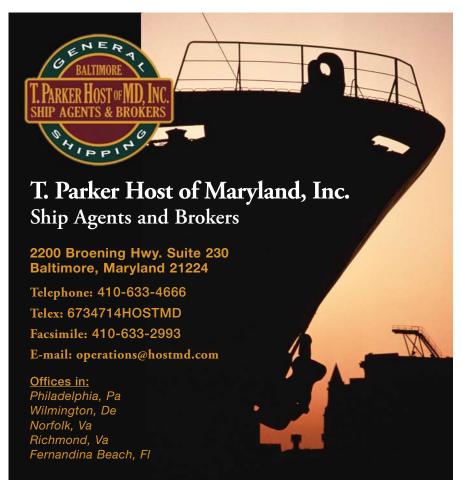
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"Subaru maintains a very strong relationship with WWL, whom also provides processing services at our Lafayette assembly plant," said Strug, who has worked more than a quarter-century in the logistics field. "We also maintain relationships with our sole carrier, Fleet Car, and the various stevedores, ocean carriers and railroads."

The Maryland Port Administration (MPA) figures into the equation with unique programs like the Quality Cargo Handling Action Team (Q-CHAT). "With Q-CHAT, all the members of the supply chain come together monthly to work on improving the process," explained MPA Deputy Director of Marketing Tom Howe. "Subaru is committed to quality, and it's obvious that Baltimore's waterfront labor, the ILA, shares the same thoughts, working toward the damage-free handling of all vehicles."

According to Strug, "The MPA has been very supportive of our quality initiatives and instrumental to the success of the good communication developed through their Q-CHAT and automotive damage-free initiatives." Such initiatives, Strug added, "truly benefit all the auto customers at the Port of Baltimore."





#### **Subaru In America:** An Overview

Founded in 1968, Subaru of America, Inc. is a wholly owned subsidiary of Fuji Heavy Industries Ltd. of Japan. With headquarters in Cherry Hill, NJ, the company markets and distributes Subaru Symmetrical All-Wheel-Drive vehicles, parts and accessories through a nationwide network of nearly 600 dealers, U.S. sales approached 188,000 vehicles in 2008 and showed a slight increase over 2007 numbers.

www.subaru.com



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## Car-Carrying Clout

STORY & PHOTOGRAPHY BY KATHY BERGREN SMITH

### **EUKOR Keeps Building Fleet Flexibility**

hat do you get when you cross a European shipping giant with a Korean car manufacturer? EUKOR Car Carriers, delivering more than three million vehicles a year to approximately 220 ports in 150 countries around the world.

More than just a clever name, EUKOR (blending the E.U. of "European Union" with Korea) represents a partnership that has yielded remarkable success even during tough economic times. The company was formed in 2002 when the Hyundai Group joined with Wallenius Lines of Sweden, and Wilh. Wilhelmsen of Norway to become the exclusive ocean carrier for the group's Hyundai and Kia autos. At a time when many foreign firms are seeking entrée into the growing Asian market-place, the Scandinavian shippers have gotten a firm leg up by forming a Korean corporation.

Today, EUKOR operates a large fleet carrying Hyundai and Kia products from their plants to ports around the world and bringing import vehicles back to Asian ports from Europe and the United States. At the Port of Baltimore — where more than 70 vessel calls in 2008 represented a 60 percent increase over 2007 — EUKOR delivers cars to the

Chesapeake and Atlantic terminals and picks up export vehicles for delivery to Japanese dealers.

EUKOR has been able to leverage the considerable synergies offered by its sister companies to grow quickly into a leader in roll-on/roll-off (RO/RO) shipping. Wallenius and Wilhelmsen have lent their expertise and thick order books to EUKOR to help grow the backhaul business. EUKOR also owns ships and charters vessels from third-party owners.

"It is very important for us to constantly renew our fleet," said company spokesman Espen Hofland. "At all times, we need to possess sufficient capacity for our customers` cargo, and it is also important to have a modern and efficient fleet."

"We have a great flexibility in our fleet with a lot of chartered tonnage," Hofland added, "and this year the decrease in cargo volumes following the global recession has enabled us to exploit this flexibility by replacing inefficient tonnage with state-of-the-art new-buildings."

Looking ahead, EUKOR is pursuing 12 new-buildings for delivery by 2013.

"Together with the success of our biggest customer, Hyundai and Kia, we have managed the economic recession very well," Hofland said.



#### A Ship A Month For EUKOR

In an ongoing program to create a young, state-of-the-art fleet, EUKOR took delivery of 12 new ships in 2008. Many of the ships were built at Hyundai Heavy Industries in Ulsan, Korea — an appropriate place to build the 8,000-unit-capacity Pure Car and Truck Carriers (PCTCs) that EUKOR operates, since it's home to the largest shipyard in the world. The biggest ships have a stern ramp capacity of 150 tons and are equipped with four decks.

## **The Latest from** Kia&Hyundai



The newest additions to the Kia line — the Forte (Spectra) and Soul — bear the imprint of the famous German designer Peter Schreyer, who came to Korea from Volkswagen. The Hyundai Genesis sedan was named "North American Car of the Year" in 2009, at the **Detroit Auto Show.** 





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## Interdom STACKS Up Nicely

### Tracking the Growth of a Rail Service Provider

BY MERRILL WITTY | Photography By Kathy Bergren Smith

n 1987, Richard K. Rudie pioneered the first independent, double-stack railroad service available for steamship carriers having no internal intermodal department — which meant most of them.

Such an inspired idea fueled the growth of Rudie's company, Interdom Partners, until eventually the operation reached ports all over the United States.

At the Port of Baltimore, Interdom entered the picture 17 years ago, when Mike O'Brien, Vice President of Marketing-East, opened the company's East Coast office near New York. "Our main focus in Baltimore is steamship lines and NVO traffic, bringing international freight to and from inland destinations," said O'Brien, who noted that Interdom primarily deals with South America, Europe and Middle East trade. "We move import and export containers of general commodities, including automobile parts."

Interdom's strategic alliance with Norfolk Southern (NS) — in conjunction with the way the steamship terminals are run in Baltimore — allows the company to keep moving forward, according to O'Brien. "There is an

efficient, well-run 'pier program' between Norfolk Southern's rail ramp and Seagirt and Dundalk (marine terminals), in particular," said O'Brien, referring to the "seamless" drayage managed by NS. "Because of the excellent service that Norfolk Southern provides, we've been able to maintain a high success rate."

Interdom's customer base has remained solid over time, with "a lot of the same customers for years and years," noted O'Brien. These include such steamship lines as

Hamburg Süd, CSAV, CCNI, NSCSA and ACL, as well as numerous NVOCCs.

Lew Vrinios, Midwest marketing representative for the Maryland Port Administration (MPA), said, "We highly value the services Interdom provides to our customers. They've been very good to Baltimore over the years; they're big supporters of the Port."

In turn, Vrinios explained, "If any situations arise where they need assistance, I can provide it." #

www.interdompartners.com



#### WHAT IS INTERDOM?

Interdom Partners is an intermodal marketing company that specializes in providing rail services to the international and domestic shipping community. This service first linked Illinois and Iowa with Los Angeles, but the company has since evolved into a nationwide provider for the shipping industry. Today, Interdom delivers intermodal services to 60 international steamship lines, as well as numerous NVOCCs, freight forwarders, customs brokers and beneficial owners — basically enabling any company to compete in today's market. Headquartered in Illinois, Interdom's 80-employee operation did \$120 million in sales last year, and has grown every year through 2008.





#### 'I CAN DO THIS!'

The story of how Richard K. Rudie got Interdom Partners rolling in 1987 is a bold lesson in bringing two ideas together. According to Mike O'Brien, Vice President of Marketing-East, "Rick went to a rail car manufacturer and said, 'I can get your cars on the Union Pacific Railroad if you lease them to me.' Then he went to Union Pacific and said, 'I can do this!"

"After they finished laughing at this young kid," O'Brien added, "they did the deal and the rest is history!"

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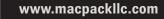
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## LINDA McLEAN Running with MacPack

always wanted to run my own business," said Linda McLean. When her husband retired in 2004 with more than 25 years in the transportation industry, the Grasonville, Md., resident decided her time had come. Drawing on her husband's experience, McLean saw an opportunity to create a niche business — "packing and export boxing, specializing in the packing of hazardous materials."

Few companies offered this service at the time, and due to the lack of competition, the cost to the shippers was high, McLean said. Her vision as a woman-owned enterprise (certified by the Women's Business Enterprise National Council) was to provide this much-needed

expertise, along with stellar service, at a fair rate. Later that year, MacPack was born, and has grown steadily.

While McLean's team keeps the technical and operational aspects running smoothly, she admits that managing the business end of a fast-growing company hasn't always been easy. "We learn as we go," she said, "and sometimes, our naïveté pays off. Most companies spend thousands of dollars on a government consultant to earn a place on the much-sought-after GSA (Government Services Administration) schedule. I had no idea it was that big of a deal, so we just assigned the task to one of our employees, who muddled through it and we got on!" >>>

Above: Linda McLean and Vice President-Sales Steve Bohle at the MacPack facility.

BY MERRILL WITTY | Photography By Kathy Bergren Smith

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McLean was eventually approached by a custom crating company, Eastern Packaging, owned by Steve Bohle, a well-known transportation specialist in the Baltimore-Washington metropolitan area. Due to the synergies the two companies could provide for one another, the purchase of Eastern Packaging enabled MacPack to offer much more robust services. Bohle is now Vice President-Sales of the combined company.

In addition to the packing of hazardous materials and hazmat training, MacPack has a greatly expanded boxing and crating capability, boutique warehousing (specializing in the handling of explosives), container stuffing and project boxing and crating. These services have been particularly attractive to the maritime industry.

MacPack recently finalized an agreement with Mid-Atlantic Terminal (MAT) at Dundalk Marine Terminal to provide all the MacPack services on the terminal, particularly for project cargoes. The agreement expands MacPack's total warehouse capacity in Baltimore to more than 150,000 square feet at three locations — Baltimore-Washington International Airport, Colgate and Dundalk Marine Terminal. (This is in addition to warehouse facilities in Dover, DE, and sales offices in North Carolina and Florida.)

"Mid-Atlantic Terminal is excited about our relationship with MacPack," MAT spokesman Roderick Pickens said. "We can now offer customers on-dock warehousing, packaging and drayage services with the same quality service and care as our other terminal operations."



# The HEAT IS ON!

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#### PHOTOGRAPHY BY BILL MCALLEN

#### Rhea Leader Comes to Baltimore

Rhea Leader, a RO/RO vessel in the NYK Line fleet, flew the flag of Japan while calling for the first time on the Port of Baltimore's Dundalk Marine Terminal. The ship measures 199.94 meters long and 32.26 meters wide, and has a cargo capacity of 6,300 cars.

**Agent:** Inchcape Shipping Services **Stevedore:** Ceres Marine Terminals **Towing:** Moran Towing of Maryland



Rhea Leader wheel ceremony participants included, from left, Ceres' Bill Wade, Inchcape's Matt Lyneis, NYK's Scott Senko, MPA's Larry Johnson, Capt. Ioan Bodea, Crew: Claudius Martac, Dan Razi, Marian Latis, Francisco Gascon.

## First Visit for MSC Viviana

The MSC *Viviana*, a Panama-flagged ship, recently made her first visit to the Port of Baltimore. The cargo vessel, built in 2003, has a length of 303 meters and a beam of 40 meters.

**Agent:** On Deck Services

**Stevedore:** Ports America Baltimore, Inc. **Towing:** Moran Towing of Maryland



On the Vivian for the wheel ceremony were, from left, MSC's Marco Di Casagrande, Capt. Igor Sutlovic, MPA's Cynthia Burman, Ports America's Aamer Quershi and MPA's Joseph Greco.

## Artemis Leader Arrives at Port

NYK Line's *Artemis Leader*, a pure car/truck carrier flying the flag of Panama, recently loaded cargo at the Mid-Atlantic Terminal and Atlantic Terminal. The *Artemis Leader* measures 199.94 meters long by 32.26 meters wide.

**Agent:** Inchcape Shipping Services **Stevedore:** Ceres Marine Terminals **Towing:** Moran Towing of Maryland



Artemis Leader wheel ceremony participants were, from left, Ceres' Bill Wade, Chief Engineer Narayana Rajagopal, Supt. Damodaran Nambiar, Capt. Sudhir Kumar Jha, MPA's Larry Johnson, NYK's Scott Senko and Inchcape's Matt Lyneis.

## Vehicles Unloaded From Glorious Express

Glorious Express, a pure car/truck carrier in the NYK Line fleet, recently unloaded Suzuki and Subaru vehicles at the Mid-Atlantic Terminal. The vessel measures 179.9 meters long and 32.2 meters wide, and flies the flag of Singapore.

**Agent:** Inchcape Shipping Services **Stevedore:** Ceres Marine Terminals **Towing:** Moran Towing of Maryland

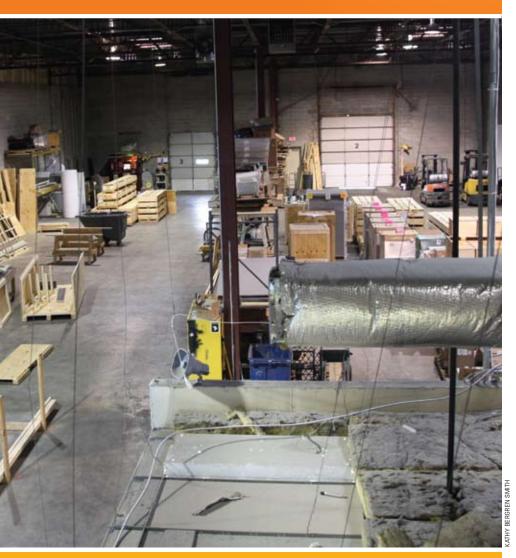


Celebrating the first visit of the Glorious Express were, from left, Chief Engineer Ganesan Muralidaran, Chief Officer Ranade Madhav, Capt. Nicholas Rodrigues, MPA's Cynthia Burman, Inchcape's Matt Lyneis and NYK's Matthew Martyn.



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BY KATHY BERGREN SMITH

hen a photograph appeared in 1908 of President Theodore Roosevelt looking over the construction of the Panama Canal, a men's fashion craze was ignited. On his head, he wore an Ecuadorian straw hat of the type favored by the canal workers. Jaunty and cool, the straw hat caused a sensation back in the States, where men seldom left the house bare-headed.

In Baltimore, a milliner's hub already, M.S. Levy and Sons began importing straw for the tightly woven hats that were incorrectly dubbed "Panama hats." Ecuadorian immigrants taught their weaving technique to Levy's Baltimore workers.

Levy had been in business since 1866 in downtown Baltimore making cloth and straw hats. A fire struck in 1888 that the *New York Times* reported as "completely devastating the building" at

Hopkins Place. Levy rebuilt, expanded and, after merging with the New England Panama Hat Company and Brigham Hopkins Company in 1939, began trading as simply Men's Hat Co. The Panama hat rage continued, and May 15th became known as Straw Hat Day, when men marked the start of warm weather by putting aside their cloth hats.

Men's Hat Co. used Baltimore's extensive rail network to become the premier supplier of straw hats to haberdashers across the country. Remaining in the family for three generations, the company closed its doors in 1962 as men's hats began to recede in popularity, notably after President John F. Kennedy appeared hatless on a regular basis.

As the second phase of the Panama Canal nears completion, one can only guess what the next presidentially inspired hat craze might be in 2014.

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